

Clerk of the House of Representatives  
Legislative Resource Center  
135 Cannon Building  
Washington, DC 20515  
<http://lobbyingdisclosure.house.gov>

Secretary of the Senate  
Office of Public Records  
232 Hart Building  
Washington, DC 20510  
<http://www.senate.gov/lobby>

# LOBBYING REPORT

## Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This Page

|  |  |   |                                 |
|--|--|---|---------------------------------|
| <b>1. Registrant Name</b> <input checked="" type="checkbox"/> Organization/Lobbying Firm <input type="checkbox"/> Self Employed Individual<br>Cargill, Inc.                |  |   |                                 |
| <b>2. Address</b><br>Address1 1030 15th Street, NW, Suite 650 West Address2<br>City WASHINGTON State DC Zip Code 20005 Country USA   |  |   |                                 |
| <b>3. Principal place of business (if different than line 2)</b><br>City State Zip Code Country  |  |   |                                 |
| <b>4a. Contact Name</b><br>Mr. Jonathan R. Scharfen  |  | <b>b. Telephone Number</b> 2025308160<br><b>c. E-mail</b> jock_scharfen@cargill.com |                                 |
|  |  |   | <b>5. Senate ID#</b><br>8271-12 |
| <b>7. Client Name</b> <input checked="" type="checkbox"/> Self <input type="checkbox"/> Check if client is a state or local government or instrumentality<br>Cargill, Inc. |  | <b>6. House ID#</b><br>308140000  |                                 |

### TYPE OF REPORT

8. Year 2019 Q1 (1/1 - 3/31) ☐ Q2 (4/1 - 6/30) ☐ Q3 (7/1 - 9/30) ☒ Q4 (10/1 - 12/31) ☐

9. Check if this filing amends a previously filed version of this report ☐

10. Check if this is a Termination Report ☐ Termination Date 11. No Lobbying Issue Activity ☐

### INCOME OR EXPENSES - YOU MUST complete either Line 12 or Line 13

|   |  |
|---|--|
| <p align="center"><b>12. Lobbying</b></p> <p><b>INCOME</b> relating to lobbying activities for this reporting period was:</p> <p>Less than \$5,000 <input type="checkbox"/></p> <p>\$5,000 or more <input type="checkbox"/> \$</p> <p>Provide a good faith estimate, rounded to the nearest \$10,000, of all lobbying related income for the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p> | <p align="center"><b>13. Organizations</b></p> <p><b>EXPENSE</b> relating to lobbying activities for this reporting period were:</p> <p>Less than \$5,000 <input type="checkbox"/></p> <p>\$5,000 or more <input checked="" type="checkbox"/> \$ 390,000.00</p> <p><b>14. REPORTING</b> Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input checked="" type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6033(b)(8) of the Internal Revenue Code</p> <p><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162(e) of the Internal Revenue Code</p> |
|---|--|

**Signature** Digitally Signed By: Jonathan R. Scharfen

**Date** 10/11/2019  
2:13:24 PM

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code AGR

16. Specific lobbying issues

U.S. Grains Standards Reauthorization  
Protein issues  
Salt issues  
Aquaculture  
Bioeconomy

17. House(s) of Congress and Federal agencies ☐ Check if None

U.S. SENATE, U.S. HOUSE OF REPRESENTATIVES, Agriculture - Dept of (USDA), White House Office

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                                 |
|-------------|-----------|--------|---|-------------------------------------|
| Zachary     | Kinne     |        |   | <input type="checkbox"/>            |
| Jacob E.    | Kuhns     |        |   | <input type="checkbox"/>            |
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/>            |
| Ashley      | McKeon    |        |   | <input checked="" type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

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**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code ENG

16. Specific lobbying issues

Biofuels

17. House(s) of Congress and Federal agencies ☐ Check if None

Agriculture - Dept of (USDA), U.S. SENATE, U.S. HOUSE OF REPRESENTATIVES

18. Name of each individual who acted as a lobbyist in this issue area

| First Name | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|------------|-----------|--------|---|--------------------------|
| Zachary    | Kinne     |        |   | <input type="checkbox"/> |
| Jonathan R | Scharfen  |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code ENV

16. Specific lobbying issues

Climate Change  
Deforestation  
Sustainability  
Biogenic Co2

17. House(s) of Congress and Federal agencies ☐ Check if None

U.S. HOUSE OF REPRESENTATIVES, Agriculture - Dept of (USDA), U.S. SENATE

18. Name of each individual who acted as a lobbyist in this issue area

| First Name | Last Name | Suffix | Covered Official Position (if applicable) | New                                 |
|------------|-----------|--------|---|-------------------------------------|
| Jacob E.   | Kuhns     |        |   | <input type="checkbox"/>            |
| Ashley     | McKeon    |        |   | <input checked="" type="checkbox"/> |
| Broderick  | Lewis     |        |   | <input checked="" type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

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**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code FOO

16. Specific lobbying issues

|                      |
|----------------------|
| Labeling             |
| Food Waste           |
| Pet Food Regulations |

17. House(s) of Congress and Federal agencies ☐ Check if None

|  |
|--|
| U.S. SENATE, U.S. HOUSE OF REPRESENTATIVES, Agriculture - Dept of (USDA), Food & Drug Administration (FDA) |
|--|

18. Name of each individual who acted as a lobbyist in this issue area

| First Name | Last Name | Suffix | Covered Official Position (if applicable) | New                                 |
|------------|-----------|--------|---|-------------------------------------|
| Jacob E.   | Kuhns     |        |   | <input type="checkbox"/>            |
| Ashley     | McKeon    |        |   | <input checked="" type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

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**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code FOR

16. Specific lobbying issues

Mexico  
Canada  
Venezuela  
Brazil  
Colombia  
Ecuador  
Central America  
China  
Japan  
Turkey  
Ukraine  
Russia  
Africa  
West Africa

17. House(s) of Congress and Federal agencies ☐ Check if None

Commerce - Dept of (DOC), State - Dept of (DOS), U.S. SENATE, U.S. Trade Representative (USTR), Natl Security Council (NSC), U.S. HOUSE OF REPRESENTATIVES, Agriculture - Dept of (USDA), Treasury - Dept of, U.S. Agency for International Development (USAID)

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|-------------|-----------|--------|---|--------------------------|
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/> |
| Anne        | Murphy    |        |   | <input type="checkbox"/> |
| Elizabeth   | Struse    |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code TRD

16. Specific lobbying issues

US Mexico Canada Agreement  
US-Japan FTA  
China Trade  
General Trade Issues

17. House(s) of Congress and Federal agencies ☐ Check if None

U.S. SENATE, U.S. HOUSE OF REPRESENTATIVES, U.S. Trade Representative (USTR), Commerce - Dept of (DOC), Agriculture - Dept of (USDA)

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                                 |
|-------------|-----------|--------|---|-------------------------------------|
| Zachary     | Kinne     |        |   | <input type="checkbox"/>            |
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/>            |
| Anne        | Murphy    |        |   | <input type="checkbox"/>            |
| Elizabeth   | Struse    |        |   | <input type="checkbox"/>            |
| Jacob E.    | Kuhns     |        |   | <input type="checkbox"/>            |
| Broderick   | Lewis     |        |   | <input checked="" type="checkbox"/> |
| Ashley      | McKeon    |        |   | <input checked="" type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

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**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code IMM

16. Specific lobbying issues

|                                |
|--------------------------------|
| Immigration Reform<br>Refugees |
|--------------------------------|

17. House(s) of Congress and Federal agencies ☐ Check if None

|  |
|--|
| U.S. HOUSE OF REPRESENTATIVES, U.S. SENATE |
|--|

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|-------------|-----------|--------|---|--------------------------|
| Jacob E.    | Kuhns     |        |   | <input type="checkbox"/> |
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

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**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code ECN

16. Specific lobbying issues

CFTC Regulations

17. House(s) of Congress and Federal agencies ☐ Check if None

Commodity Futures Trading Commission (CFTC), U.S. SENATE, U.S. HOUSE OF REPRESENTATIVES

18. Name of each individual who acted as a lobbyist in this issue area

| First Name | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|------------|-----------|--------|---|--------------------------|
| Zachary    | Kinne     |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code TRA

16. Specific lobbying issues

|                           |
|---------------------------|
| Infrastructure            |
| Freight (trucking) issues |
| WRDA                      |

17. House(s) of Congress and Federal agencies ☐ Check if None

|  |
|--|
| U.S. HOUSE OF REPRESENTATIVES, U.S. SENATE |
|--|

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|-------------|-----------|--------|---|--------------------------|
| Zachary     | Kinne     |        |   | <input type="checkbox"/> |
| Jacob E.    | Kuhns     |        |   | <input type="checkbox"/> |
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

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**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code TAX

16. Specific lobbying issues

Tax reform/Treasury regulations  
Biodiesel tax credit/Tax Extenders

17. House(s) of Congress and Federal agencies ☐ Check if None

U.S. SENATE, Treasury - Dept of

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|-------------|-----------|--------|---|--------------------------|
| Zachary     | Kinne     |        |   | <input type="checkbox"/> |
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code LBR

16. Specific lobbying issues

Child labor  
Labor Regulations

17. House(s) of Congress and Federal agencies ☐ Check if None

U.S. HOUSE OF REPRESENTATIVES, U.S. Customs & Border Protection

18. Name of each individual who acted as a lobbyist in this issue area

| First Name  | Last Name | Suffix | Covered Official Position (if applicable) | New                                 |
|-------------|-----------|--------|---|-------------------------------------|
| Ashley      | McKeon    |        |   | <input checked="" type="checkbox"/> |
| Broderick   | Lewis     |        |   | <input checked="" type="checkbox"/> |
| Jonathan R. | Scharfen  |        |   | <input type="checkbox"/>            |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code UTI

16. Specific lobbying issues

Energy and Water Approps  
STB

17. House(s) of Congress and Federal agencies ☐ Check if None

U.S. SENATE, U.S. HOUSE OF REPRESENTATIVES

18. Name of each individual who acted as a lobbyist in this issue area

| First Name | Last Name | Suffix | Covered Official Position (if applicable) | New                      |
|------------|-----------|--------|---|--------------------------|
| Zachery    | Kinne     |        |   | <input type="checkbox"/> |

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

**Information Update Page - Complete ONLY where registration information has changed.**

20. Client new address

Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Country \_\_\_\_\_

21. Client new principal place of business (if different than line 20)

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Country \_\_\_\_\_

22. New General description of client's business or activities

**LOBBYIST UPDATE**

23. Name of each previously reported individual who is no longer expected to act as a lobbyist for the client

| First Name | Last Name | Suffix | First Name | Last Name | Suffix |
|------------|-----------|--------|------------|-----------|--------|
| 1          |           |        | 3          |           |        |
| 2          |           |        | 4          |           |        |

**ISSUE UPDATE**

24. General lobbying issue that no longer pertains

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Internet Address:

| Name | Address        |                |     |         | Principal Place of Business<br>(city and state or country) |       |
|------|----------------|----------------|-----|---------|--|-------|
|      | Street Address | State/Province | Zip | Country | City   | State |
|      | City           |                |     |         |  |       |

26. Name of each previously reported organization that is no longer affiliated with the registrant or client

|   |   |   |
|---|---|---|
| 1 | 2 | 3 |
|---|---|---|

FOREIGN ENTITIES

27. Add the following foreign entities:

| Name | Address        |                |         | Principal place of business<br>(city and state or country) | Amount of contribution for<br>lobbying activities | Ownership<br>percentage in<br>client |
|------|----------------|----------------|---------|--|---|--------------------------------------|
|      | Street Address | State/Province | Country |  |   |                                      |
|      | City           |                |         |  |   |                                      |
|      |                |                |         | City<br>State<br>Country                                   |   | %                                    |

28. Name of each previously reported foreign entity that no longer owns, or controls, or is affiliated with the registrant, client or affiliated organization

|   |   |   |
|---|---|---|
| 1 | 3 | 5 |
| 2 | 4 | 6 |

CONVICTIONS DISCLOSURE

29. Have any of the lobbyists listed on this report been convicted in a Federal or State Court of an offense involving bribery, extortion, embezzlement, an illegal kickback, tax evasion, fraud, a conflict of interest, making a false statement, perjury, or money laundering?

☒ No ☐ Yes

| Lobbyist Name | Description of Offense(s) |
|---------------|---------------------------|
|---------------|---------------------------|